

HOW TO MARKET YOUR CONSULTING BUSINESS

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Marketing Your Consulting Or Professional Services

Chris E. Stout, Laurie C. Grand



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Professional Services Marketing Mike Schultz, John E. Doerr, Lee Frederiksen, 2013-06-04 A proven approach to revenue generating marketing and client development Professional Services Marketing is a fully field tested and research based approach to marketing and client development for professional services firms The book now in its Second Edition covers five key areas that are critical for firms that want to grow and become more profitable creating a marketing and growth strategy establishing a brand and reputation implementing a marketing communications program executing lead generation strategies and developing business by winning new clients You will also read real world case studies that

illustrate major points as well as quotes and stories from well respected professionals in the industry The Second Edition features new research and updates throughout including new chapters on social media and online marketing as well as new case studies and interviews Authors Mike Schultz and John E Doerr are the coauthors of the Wall Street Journal and Inc Magazine bestseller Rainmaking Conversations and Professional Services Marketing Lee W Frederiksen is coauthor of Online Marketing for Professional Services Will be widely promoted via multiple online routes and direct mail marketing Firms of any size can use this proven approach to marketing and client development to attract new clients and grow their professional service businesses

How to Market Your Way to a Million Dollar Professional Service Practice Bob Serling, 2006-05 This is a collection of four works by Bob Serling on how to build your Professional Service oriented business into a million dollar powerhouse Practical advice and sample marketing information are provided In addition purchasing this book entitles to reader to download four pre recorded QA sessions with the author

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Breathing Space Jeff Davidson, Jeffrey P. Davidson, 1991 Breathing Space is a ground breaking book that will show readers how to avoid racing the clock and gain control over each day It offers proven steps for handling information and activity overload and balancing one s professional and personal life

Building Care Brian J.B. Wood, 2009-02-18 Building care encompasses everything from maintenance of a building to energy conservation and range of approaches including the effects on design A range of approaches to looking after buildings and their users is covered in this book The rationale and conditions that support them e g PPM preventative planned maintenance JIT just in time are explained together with the commercial and environmental imperatives driving new approaches to building care

Starting With the End in Mind Jeff Davidson, 2009 Ways to keep your eyes on the prize in order to make the task at hand seem easier

Competent Christian Counseling, Volume One Timothy Clinton, George Ohlschlager, 2002-04-16 The authoritative new reference guide that equips counselors pastors and church leaders and caregivers for an effective ministry of soul care Under the guidance of the highly respected American Association of Christian Counselors AACC more than 40 leading Christian professionals have come together to provide this comprehensive authoritative and up to date reference guide for professional and lay counselors pastors and leaders in training Competent Christian Counseling offers you the best contributions on spiritual formation and pastoral care from Scripture as well as from giants of church history the latest research theory and successful practice methods in Christian counseling a practical 21st century model of Christian counseling that is not only counselor friendly but also facilitates effective biblical client change all geared to help people mature in the ways and wisdom of Jesus Christ Competent Christian Counseling edited by Timothy Clinton and George Ohlschlager is destined to be regarded for years to come as the authoritative trustworthy resource for Christian counseling

Getting Started in Private Practice Chris E. Stout, Laurie C. Grand, 2010-06-10 All the tips and tools you need to build a successful mental health practice from the ground up Many mental health professionals currently working for group practices hospitals and private or government agencies have both the skills and the drive to become solo practitioners But how and where do you begin Getting Started in Private Practice is a reliable reference that offers the comprehensive information and armchair motivation you need to establish and build your own practice from the ground up User friendly and full of helpful tips this handy book provides you with tools and techniques for starting and maintaining a thriving private practice including information on Discovering your ideal practice Creating a business plan Financing your start up Setting fees Setting up shop and measuring results Minimizing risk Managing managed care Marketing your practice Generating referrals Utilizing additional print Web and organizational resources From major concerns such as ethics and liability to day to day matters like selecting stationery and business cards Getting Started in Private Practice puts the best solutions at your fingertips Whether you re a recent

graduate or a seasoned pro this invaluable resource will help you minimize the uncertainty of establishing a solo practice while maximizing the rewards

The Preferred Provider's Handbook William L. Poynter, 2013-10-28 First published in 1994 A revolution has been taking place in behavioral health financing and only those practitioners who know how to successfully market themselves to managed care organizations are likely to maintain their hold in this rapidly changing system Realistic clear insightful and highly practical The Preferred Provider's Handbook will help therapists to understand the managed care marketplace and to develop the strategies necessary to meet its many challenges You will learn how to Get accepted on preferred provider lists of managed care organizations M C O's Generate patient referrals once you are accepted onto a panel of preferred providers Retain active referral status over the long term Zero in on the higher quality networks that produce higher income and have minimal legal risk Break into closed provider lists one of the most difficult but important tasks The Handbook clearly sets forth the basics of managed care with the aim of helping psycho therapists gain an understanding and acceptance of this new system The volume addresses strategic marketing whereby therapists can select and pursue those managed care organizations best suited to their needs provides tools for designing and implementing a marketing plan and gives a framework for understanding and making profitable use of future trends in a professional and ethical manner Of particular value is a chapter discussing marketing implications for behavioral health arising from the Clinton administration's new managed competition plans Armed with specific information on how to fill out an M C O application how to analyze a contract which specialties are most desirable and which should be avoided how to network and much much more you will be well on your way to professional success This is an essential resource for all practitioners in the managed care marketplace

Project Management Jeffrey P. Davidson, 2000 Following the advice in this guide will not only help you get your project off on the right foot but will also keep you and your team marching along to its successful conclusion You'll learn how to put together the best team for the job how to define your goals and motivate your teammates how to monitor the team's progress and keep the project on track and how to stay within budget and time constraints The book also explains how to use charts and diagrams to detail and define various aspects of the project

Selling Big Michael Raquet, 2010-04-09 Showcasing the Client Alignment process this book details steps for reorienting a company to expertly align plans and activities to the specific goals and objectives of large clients The best business results are products of a company's successful utilization of a well planned system Developed over the course of 24 years of testing and refining Selling Big Growing Your Business within Large Companies details just such an approach to creating and growing business within large companies The Client Alignment process is a highly specific entirely proven method for improving business development skills an approach that is so clear and succinct anyone seeking to successfully develop business with large companies can benefit The process is organized around the four stages of business development lead generation prospect generation client generation and loyal client generation describing in detail the activities needed at each stage Specifically

the book explains how to plan time effectively run account teams and find business opportunities as well as how to align with the needs and desires of clients from all perspectives including sales marketing service operations and senior management

The bottom line The difference between good and great starts right here **The Professional Services Firm Bible** John Baschab, Jon Piot, 2004-12-17 Spanning everything from legal firms and architects to fundraisers and dentists the professional services industry continues to experience spectacular growth yet remains largely undocumented in business literature Until now The Professional Services Firm Bible is a sophisticated and comprehensive guide to running a highly productive professional services organization Top consultants John Baschab and Jon Piot provide specific and sharply defined policies practices and tools for each important aspect of managing the professional services firm allowing you to assess current operations and develop a step by step plan for realising measurable productivity improvements Further the book will help you improve financial performance by managing costs getting the most from external vendors and improving revenues The Professional Services Firm Bible is full of best practices proven advice and practical techniques and includes a CD ROM with customizable tools every professional services firm can use to achieve improvements Please visit www.iig1.com and www.impactinsights.com for more information on the book and top consultants John Baschab and Jon Piot *Practice Management for Land, Construction and Property Professionals* Brian Greenhalgh, 2002-11 This book presents the expert views and practical experience of researchers and practitioners concerned with the challenges and skills required to manage professional service organisations in the construction and property industries The Complete Idiot's Guide to Assertiveness Jeff Davidson MBA, CMC, 1997-09-01 You're no idiot of course You excel at your job raise great kids and even participate in local organizations But when it comes to asserting yourself in tricky situations you feel like hiding under your desk Stand up and be heard The Complete Idiot's Guide to Assertiveness provides you with step by step guidelines for asserting yourself with everyone from your kids to your boss Feel confident about negotiating with your landlord speaking up at a town meeting and even telling your mother in law that you don't want to come over for dinner *Marketing for the Home-based Business* Jeffrey P. Davidson, 1999 This book features an expanded section on using new technologies to increase the reach of marketing efforts offers sample telephone and voice mail scripts and includes advice on setting up a home office for maximum efficiency

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